

## CONTRACT



**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

And:

**Greer Margolis Mitchell & Burns**  
**3050 K Street, NW**  
**Ste 100**  
**Washington, DC 20007**

<b>Contract / Revision</b> 283418 /		<b>Alt Order #</b> 08717392
<b>Product</b> AARP 6037		
<b>Contract Dates</b> 07/17/17 - 07/25/17		<b>Estimate #</b> 6037
<b>Advertiser</b> ISS/AARP American Association of Retired P		<b>Original Date / Revision</b> 07/14/17 / 07/18/17
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WHIO-TV	<b>Account Executive</b> Philadelphia CoxRep	<b>Sales Office</b> CoxReps Philad
<b>Special Handling</b>		
<b>Demographic</b> Households		
<b>Agy Code</b> TV12856	<b>Advertiser Code</b> 5	<b>Product 1/2</b> 8
<b>Agency Ref</b> 6219		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
E 1	WHIO	07/17/17	07/21/17	M-F 10a-11a	10:00 AM-11:00 A		:30			P-02		NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	-T-----				1	\$450.00					
E 2	WHIO	07/17/17	07/21/17	The Price is Right	11:00 AM-12:00 F		:30			P-02		NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,200.00					
E 3	WHIO	07/17/17	07/20/17	NewsCenter 7 @ noon	12:00 PM-12:30 P		:30			P-02		NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,200.00					
D 4	WHIO	07/17/17	07/20/17	M-F 4p-5p	4:00 PM-5:00 PM		:30			P-02		NM	0	\$0.00
E 5	WHIO	07/17/17	07/20/17	NewsCenter 7 5p	5:00 PM-5:30 PM		:30			P-02		NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,500.00					
D 6	WHIO	07/17/17	07/21/17	Daybreak Edition 530a	5:30 AM-6:00 AM		:30			P-02		NM	0	\$0.00
E 7	WHIO	07/17/17	07/20/17	NewsCenter 7 530p	5:30 PM-6:00 PM		:30			P-02		NM	1	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,600.00					
E 8	WHIO	07/17/17	07/20/17	NewsCenter 7 6p	6:00 PM-6:30 PM		:30			P-02		NM	1	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,800.00					
E 9	WHIO	07/17/17	07/21/17	Daybreak Edition 6a	6:00 AM-7:00 AM		:30			P-02		NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$950.00					
D 10	WHIO	07/17/17	07/20/17	M-F 7p-730p	7:00 PM-7:30 PM		:30			P-02		NM	0	\$0.00
E 11	WHIO	07/17/17	07/21/17	CBS This Morning	7:00 AM-9:00 AM		:30			P-02		NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	MT-----				2	\$800.00					
D 12	WHIO	07/17/17	07/20/17	M-F 730p-8p	7:30 PM-8:00 PM		:30			P-02		NM	0	\$0.00
E 13	WHIO	07/17/17	07/21/17	M-F 9a-10a	9:00 AM-10:00 AM		:30			P-02		NM	1	\$400.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!



**WHIO-TV**  
**PO Box 809606**  
**Chicago, IL 60680-9606**  
**(855) 333-2676**

<u>Contract / Revision</u> 283418 /		<u>Alt Order #</u> 08717392
<u>Contract Dates</u> 07/17/17 - 07/25/17		<u>Product</u> AARP 6037
<u>Advertiser</u> ISS/AARP American Assc		<u>Estimate #</u> 6037
		<u>Original Date / Revision</u> 07/14/17 / 07/18/17

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$400.00					
E 14	WHIO	07/17/17	07/20/17	M-F 11p News	11:00 PM-11:35 P		:30			P-02		NM	1	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/17/17	07/23/17	M-----				1	\$1,800.00					
D 15	WHIO	07/20/17	07/20/17	Thur Prime Hour 2	9:00 PM-10:00 PM		:30			P-02		NM	0	\$0.00
D 16	WHIO	07/19/17	07/19/17	Wed Prime Hour 1	8:00 PM-9:00 PM		:30			P-02		NM	0	\$0.00
D 17	WHIO	07/24/17	07/25/17	CBS This Morning	7a-9a		:30			P-02		NM	0	\$0.00
D 18	WHIO	07/24/17	07/25/17	NewsCenter 7 5p	5p-530p		:30			P-02		NM	0	\$0.00
D 19	WHIO	07/24/17	07/25/17	NewsCenter 7 6p	6p-630p		:30			P-02		NM	0	\$0.00
<b>Totals</b>									0.00				11	\$12,500.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/26/17 - 07/18/17	11	\$12,500.00	(\$1,875.00)	\$10,625.00
<b>Totals</b>	11	\$12,500.00	(\$1,875.00)	\$10,625.00

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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Thank you for your business!

REP HEADLINE# 8717392 TRF# 283418 REP: TEL# 610-293-4100 FAX# 610-225-1191  
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ ORDER WORKSHEET HARRIS REPORT FROM REP JUL18/17 12.36  
\*\*\*CHANGES\*\*\* \*\* WHIO-TV \*\*\*

ADV # ADV. NAME ISS/AARP REP. # OFF. # SALESMAN #  
AGY # AGY. NAME GREER, MARGOLIS, MITCHELL BUYER NAME LAURA BASSETT

3050 K ST NW, SALES PRSN PH- NICK WELTE  
WASHINGTON, DC 20007

ORDER # CONTRACT # 8717392 CLASS: NATL. LOCAL REGIONAL

PRDCT AARP 6037 EST#6037 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUL17/17 JUL25/17 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUL18/17 12.36

REP: \*\*REVISION

TO DEANNA  
FR JARED  
CANCELLED ORDER EFF TOMORROW  
RUSD TOTAL \$12,500  
PLS CNF THANKS

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ALL INVOICES ARE TO BE SENT TO:  
GREER MARGOLIS  
3050 K ST NW  
WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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3	S		1200N-1230P	30		\$1,200.00	7/17	7/20	1		M-TH	1
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AGENCY ADVERTISER CODE = 5  
AGENCY PRODUCT CODE = 8  
AGENCY EST# = 6037  
PROGRAM : NEWSCENTER 7  
CON COM1 : NEWSCENTER 7

REP HEADLINE# 8717392 TRF# 283418  
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100  
 ORDER WORKSHEET

FAX# 610-225-1191  
 HARRIS REPORT FROM REP JUL18/17 12.36  
 \*\*CHANGES\*\* \*\*\* WHIO-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4	S		400P-500P PROGRAM : ELLEN CON COM1: ELLEN	30		\$650.00	7/17	7/20	0		M-TH	0
5	S		500P-530P PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7	30		\$1,500.00	7/17	7/20	1		M-TH	1
6	S		530A-600A PROGRAM : DAYBREAK EDITION CON COM1: DAYBREAK EDITION	30		\$650.00	7/17	7/21	0		M-F	0
7	S		530P-600P PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7	30		\$1,600.00	7/17	7/20	1		M-TH	1
8	S		600P-630P PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7	30		\$1,800.00	7/17	7/20	1		M-TH	1
10	S		700P-730P PROGRAM : WHEEL OF FORTUNE CON COM1: WHEEL OF FORTUNE	30		\$1,500.00	7/17	7/20	0		M-TH	0
11	S		700A-900A PROGRAM : CBS THIS MORNING CON COM1: CBS THIS MORNING	30		\$800.00	7/17	7/21	2		M-F	2
12	S		730P-800P PROGRAM : ENTERTAINMENT TONIGHT CON COM1: ENTERTAINMENT TONIGHT	30		\$1,500.00	7/17	7/20	0		M-TH	0
14	S		1100P-1135P PROGRAM : NEWSCENTER 7 CON COM1: NEWSCENTER 7	30		\$1,800.00	7/17	7/20	1		M-TH	1

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
15	S		900P-1000P	30		\$3,000.00	7/20	7/20	0		THU	0
PROGRAM : BIG BROTHER												
CON COM1: BIG BROTHER												
16	S		800P-900P	30		\$4,000.00	7/19	7/19	0		WED	0
PROGRAM : BIG BROTHER												
CON COM1: BIG BROTHER												
17	S		700A-900A	30		\$800.00	7/24	7/25	0		M-TU	0
PROGRAM : CBS THIS MORNING												
CON COM1: CBS THIS MORNING												
18	S		500P-530P	30		\$1,500.00	7/24	7/25	0		M-TU	0
PROGRAM : NEWSCENTER 7												
CON COM1: NEWSCENTER 7												
19	S		600P-630P	30		\$1,800.00	7/24	7/25	0		M-TU	0
PROGRAM : NEWSCENTER 7												
CON COM1: NEWSCENTER 7												
JUL/17			12500.00									
CONTRACT TOTAL												12500.00
TOTAL SPOTS												11

MARKET TOTALS \$58,769      WHIO 65%      WDTN 15%      WKEF 10%      WRGT 10%      CABL 0%      WBDT 0%  
 SVC- NSI  
 DEMOS- RA35+\*  
 MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE